

Message Text

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PAGE 01 STOCKH 02200 051515Z

45

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
----- 025777

P R 051445Z MAY 75
FM AMEMBASSY STOCKHOLM
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 4607
AMEMBASSY COPENHAGEN
AMEMBASSY HELSINKI
AMEMBASSY OSLO

UNCLAS STOCKHOLM 2200

FOR BIC/OIM:BELDEN/BLAKE

E.O. 11652: N/A

TAGS: BEXP, SW

SUBJECT: INDUSTRIAL PROCESS CONTROL: PROCUREMENT

1. RUDOLPH L. KUEHN, (AMERICAN) DIRECTOR, TRW CONTROLS AB, STRANDVAGEN 5 A, S-114 51 STOCKHOLM, TEL (08) 63 91 80 HAS JUST RETURNED FROM EXTENSIVE TRIP TO US THUS OUR LATE INFO ON STATUS OF TRW INTEREST SUBJECT SHOW. RUDY TELLS US THAT FOLLOWING ARE PRIME CONTACTS:

A. HOUSTON - TRW CONTROLS: SALES MANAGER: G G REID (GERRY) VICE PRESIDENT FOR MARKETING, TRW CONTROLS, 5610 PARKERSBURG AVE, BOX 36556, HOUSTON, TX 77036, TEL: AREA CODE (713) 782 - 3030

B. WHO REPORTS TO GENERAL MANAGER E T (TOM) WIGGINS AT HOUSTON ADDRESS, WHO IN TURN REPORTS TO GROUP VICE PREISDENT IN LOS ANGELES R O GOSE (BOB) WHO GOES REGULARLY TO STAVANGER, NORWAY IN CONNECTION WITH TRW MARKETING INTERESTS FOR ITS CONTROLS SYSTEMS AND PARTICULARLY THOSE RELATED TO STABILIZATION OF OIL RIG SEA PLATFORMS. N.B. THIS BY WAY OF BACKGROUND FYI. YOUR CONTACT IS IN HOUSTON AND IS REID AND/OR IN HIS ABSENCE WIGGINS. KUEHM TELLS US THAT, OF COURSE, THE HOUSTON INDUSTRIAL OPERATIONS GROUP IS MAINLY CONCERNED WITH ALL TRW CONTROLS INCLUDING:

(1) SYSTEMS FOR ELECTRIC UTILITIES
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PAGE 02 STOCKH 02200 051515Z

(2) OIL PIPELINES

- (3) TRAFFIC CONTROLS SYSTEMS
- (4) RAILWAY CONTROLS SYSTEMS
- (5) REFINERY SYSTEMS.

2. RUDY GAVE PROCUREMENT KIT SUPPLIED BY STC IN EARLY APRIL TO REID; AND SAYS THAT REID/WIGGINS/AND GOSE MAY NOT BE AWARE OF REGIONALIZATION PROGRAMS OF STC AND FACT THAT WE IDENTIFY (IN COOPERATION WITH COMMERCIAL SECTION AMEMBASSY OSLO) NORWEGIAN DECISION MAKERS AND AGENTS IN CONNECTION WITH OUR EXHIBITIONS

3. PLEASE CONTACT ABOVE SOONEST AND INFORM THAT KUEHN TELLS US HE SEES IT IN TRW'S INTERESTS TO PARTICIPATE IN SHOW. ADVISE RE PA/CHECK.
STRAUSZ-HUPE

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NNN

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